1/17/96

H.J. Barrette Jr.

D.B.A. THE STORE
RTE 38 A at GAHWILER
Owasco, N.Y. 13152

Executive Vice President of Sales and/or

James Mcguire

Please let me introduce myself, I am an owner of a rural grocery store, located in upstate N.Y., about 20 miles south of Syracuse, N.Y., and snuggled in between two of the beautiful Finger Lakes. My business is stronger in the summer months, because of the many summer cottages and homes in the area, But by no means is the business stagnent or slow. We make a profit all year long.

AIM volume ?

In September of 1995, one of your reps, William Austin, called on us and informed us rather bluntly, that our volume was not enough to deserve a contract for your counter display. I personally called his supervisor, Keith Meyers, in Rochester, that same day to voice our concern over losing the contract. After the discussion, we agreed that The Store always took every promotion offered, and always worked with the reps and R.I.R. and during the busy months, did plenty of volume. His last words to me were " Don't worry, Mr. Barrette, We will work with you, as you have worked with us in the past."

On January 4, of this year, Ray Plourde stopped and couldn't believe that no one had stopped by since then. He said it must have been a computer error, well, we all know computers don't make errors!

did he cancel the contract on paper Meyer's ?

51861 4860

Source: https://www.industrydocuments.ucsf.edu/docs/spbn0000

In the county that I live in, CAYUGA, there is a drive to force retailers as myself to pull all tobacco displays from easy access areas. It would seem to me that you should be helping retailers not hindering them in this area.

I do not want to take the display down, I enjoy working with R.J.R. and hope to continue, We know that with the proper sales assistance we can build our volume, the "other" companies are here promoting at least once a month.

seems reasonable

In closing, I feel we are entitled to at least, the last two quarter payments, if you still feel we are not worth the proper effort, as the displays were up on the front counter, and as Mr. Meyers told us not to worry. I am also forwarding a copy of this letter to Mr. James W Johnston's office, and if I do not here from "someone" in thirty days, I shall contact and forward a copy to the State Attorney General's office for review.

Thank you for your time, and I look forward to hearing from you.

Henry J Barrette Jr.

315-781-5921

1/17/96

51861 4861

Source: https://www.industrydocuments.ucsf.edu/docs/spbn0000

RJ Reynolds Tobacco Company

Fax Cover Sheet

Attention: Steve MacLeod

From: Don

Phone: (910) 741- 2053

Page 1 of 3

Our Fax No.: (910) 741-4606

"WE WORK FOR SMOKERS"

51861 4862

Source: https://www.industrydocuments.ucsf.edu/docs/spbn0000

MESSAGE CONFIRMATION

DATE:01/26/96 TIME:09:58

ID:BFLO RJR

DATE	TIME	TX-TIME	DISTANT STATION ID	MODE	PAGES	RESULT
01/26	09:57	00'44"	3156823009	G3-S	002	OK

51861 4863

Source: https://www.industrydocuments.ucsf.edu/docs/spbn0000